

## Message Text

UNCLASSIFIED

PAGE 01 BONN 14341 071830Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----122995 080201Z /12

R 071822Z AUG 78  
FM AMEMBASSY BONN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0901  
USMISSION USBERLIN  
AMCONSUL DUSSELDORF  
AMCONSUL FRANKFURT

UNCLAS BONN 14341

E.O. 11652: N/A  
TAGS: BEXP, GW  
SUBJECT: ADS REQUEST - RAINBOW MAGNETICS, INC.,  
SANTA ANA, CA

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE  
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

HOERSTEMEIER & SOHN  
MUELLER STRASSE 133A  
D-1000 BERLIN 65, GERMANY  
CONTACT: HERR B. HOERSTEMEIER  
PHONE: (030) 312-30-16  
COMMENT: FIRM IS LEADING WEST BERLIN DISTRIBUTOR OF  
DECORATION PRODUCTS IN LOCAL MARKET. FOR PRODUCT  
LINES OFFERED THERE COULD BE POTENTIAL MARKET IN BERLIN.  
INTERESTED FIRM WAS ESTABLISHED IN 1958, EMPLOYS 11.  
WELL-ESTABLISHED COMPANY HAS ACHIEVED SUBSTANTIAL  
EXPANSION OF ITS MARKET SHARE IN RECENT YEARS. FIRM  
HAS FINE RECORD OF SUCCESS IN LAUNCHING NEW PRODUCTS  
IN BERLIN. MANAGEMENT DESIRES DIRECT CONTACT WITH THE  
ADS CLIENT.

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EMIL SCHRICK SOHN KG  
POSTFACH 101224  
FRANKFURTER DAMM 23  
5650 SOLINGEN 1  
CONTACT: MRS. SCHWARZER  
COMMENT: COMPANY IS LOOKING FORWARD TO RECEIVING THE  
U.S. FIRM'S DETAILED OFFER QUOTING BUYERS' NET PRICES

EITHER FOB OR CIF BASIS. OFFER MUST BE ACCOMPANIED  
BY SAMPLES. GERMAN FIRM INTERESTED IN A SOLE  
DISTRIBUTORSHIP AGREEMENT. ESTABLISHED 1919, EMPLOYS  
40. ANNUAL SALES DM 4 MILLION. GOOD REPUTATION.

INGOLD B.W. ZIEGLER, MGR.

ZIEGLER AUSSENHANDEL

FALTERWEG 15

6840 LAMPERTHEIM

PHONE: 06206-3674

COMMENT: COMPANY HAS SHOWN PRINCIPAL INTEREST IN  
SUBJECT PROPOSAL, BUT WOULD LIKE TO RECEIVE SAMPLES  
OF PRODUCTS FOR FURTHER EVALUATION AS WELL AS CIF  
PRICES PLUS EXPORT DISCOUNT RATES. SMALL, NEWLY  
ESTABLISHED IMPORTER/EXPORTER OF NOVELTIES  
FOR THE HOME. SALES AREA: SOUTH-WEST GERMANY.  
BANK REFERENCE: DRESDNER BANK, 6840 LAMPERTHEIM.  
- MR. ZIEGLER HAS LIVED IN THE US FOR MANY YEARS AND IS  
FAMILIAR IN DOING BUSINESS WITH US COMPANIES.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
MEEHAN

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 aug 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978BONN14341  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1810036  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ADS REQUEST - RAINBOW MAGNETICS, INC., SANTA ANA, CA THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY  
**TAGS:** BEXP, GE  
**To:** COM  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014